

Message Text

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15

ACTION NEA-10

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R 190920Z NOV 74

FM AMEMBASSY KUWAIT

TO USDA WASHDC

INFO SECSTATE WASHDC 1542

USDOC WASHDC

AMEMBASSY BEIRUT

AMEMBASSY JIDDA

AMEMBASSY MANAMA

UNCLAS KUWAIT 4980

USDA/FAS FOR DAN SHEPPARD

EO 11652: NA

TAGS: BEXP KU

SUBJ: USDA/FAS SALES TEAM

REF: STATE A-7839, 10/16/74

1. EMBASSY WILLING HOST SUBJECT GROUP ON DATES INDICATED REPAIR BUT IN ORDER PROCEED WITH PLANNING NEED FURTHER GUIDANCE ON MISSION'S BUDGET AND NEEDS.

2. HILTON HOTEL, BENEFITING FROM THE EXTRAORDINARY AMOUNT OF BUSINESS VISITORS AND PROMOTIONAL EVENTS COMPETING TO UTILIZE THEIR HOTEL, HAS RAISED RENTAL RATES SUBSTANTIALLY AND IS NOW CHARGING DAILY KD110 (KD 1 EQUALS \$3.38) FOR TWO SMALL ROOMS WHICH CAN BE SEPARATED BY PARTITIONS (THIS ADJUDGED MINIMUM NECESSARY). MOREOVER, HILTON INFORMS US ANYTHING TO HEAT FOOD LARGER THAN A HOT-PLATE WOULD BE DISALLOWED AS IT WOULD VIOLATE TERMS THEIR INSURANCE. ALSO WE NEED GREATER DETAILS AS TO WHAT TYPES OF EQUIPMENT BESIDES FREEZER IS NECESSARY FOR FOOD PREPARATION AREA.

3. ANOTHER POTENTIAL DIFFICULTY MAY BE INHERENT IN FORMAT ENVISIONED. FORMERLY, EMBASSY HELD TRADE MISSIONS IN HILTON

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AND KUWAITIS (AFTER MUCH PRODDING) CAME TO HILTON TO MEET

WITH U.S. BUSINESSMEN. HOWEVER, HEAVY INFLUX WESTERN AND JAPANESE BUSINESSMEN THIS FALL HAS CREATED SITUATION, WHEREBY WE SUSPECT KUWAITIS MAY BE RELUCTANT TO GO TO HOTEL TO MEET WITH MISSION MEMBERS, AND WOULD PREFER TO SEE THEM AT THEIR OFFICES.

4. GIVEN THESE POTENTIAL DIFFICULTIES SUGGEST AN ALTERNATIVE FORMAT, WHEREBY MISSION MEMBERS WOULD RENT CARS WITH DRIVERS AT RATE OF APPROX KD8 PER DAY AND VISIT THEIR PRINCIPAL CONTACTS AT THEIR PLACES OF BUSINESS. THIS NEED NOT PRECLUDE DEMONSTRATION OF FOOD PRODUCTS WHICH COULD BE PRESENTED TO ENTIRE GROUP OF CONTACTS ONE EVENING ONLY AT HILTON, PERHAPS, IN CONJUNCTION WITH RECEPTION HOSTED BY GROUP.

5. PLEASE PROVIDE US WITH YOUR VIEWS ON MATTER ASAP.
STOLTZFUS

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